



Calmentor
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Protégé Application

Business Name	Herson GO, P.E. (UDBE & SMBE)
Contact	Herson GO, P.E., M.ASCE
Address	1 Sandpebble, Irvine, CA 92603
Phone	949-735-9816
Email	herson.go@gmail.com
Type of A&E Services	Engineering Design, Software consulting & training services, Computer Aided Design & Drafting services, Civil Engineering design services

List Professional References:

Name / Organization	Telephone	Email
Mike Markovitz / BLUERIDGE Analytics	760-889-3610	mike.markovitz@siteops.com
Robert Chesner / CA Dept. of Water Resources	916-657-4616	bchesner@water.ca.gov
Ron Gant / Bentley Systems	256-679-8546	ron.gant@bentley.com

- Please list three specific goals that your firm would like to gain from participating in the program.
 - As a contributing team member, work as a sub to an A&E firm that would benefit from my expertise
 - Work with an A&E firm as a contract employee.
 - Help me get my consulting services business going.
- Please list three items that your firm brings to the relationship.
 - Expertise in civil engineering design software (e.g. InRoads, Microstation, Project Wise)
 - Civil engineering, transportation & infrastructure design experience
 - UDBE/SMBE (UCP# 40006) & CA Registered Civil Engineer (C47313)
- Current certifications: (Check all applicable. Show certification number.)

☒ ~~SBE~~ ^{SMBE} 40006
 ☒ UDBE 40006
 ☐ DBE
 ☐ DVBE
- If not currently certified, are you planning to be SBE certified?

Yes No
- Has your firm worked with any of the following agencies?

a. Caltrans	<input checked="" type="radio"/> Yes	<input type="radio"/> No	* As employee of another firm
b. Metro / OCTA / RCTC / SANBAG / VCTC	<input checked="" type="radio"/> Yes	<input type="radio"/> No	** As Sr. Civil Engineer for
c. Local Agencies	<input checked="" type="radio"/> Yes	<input type="radio"/> No	City of Palmdale
d. Other Governmental Agencies	<input checked="" type="radio"/> Yes	<input type="radio"/> No	
- How long has your firm been performing A&E services?

< 2 years
- What is your average annual revenue for the past three years?

\$ n/a per year

Please attach a one-page company profile and submit the completed application to:

Department of Transportation
 Division of Program & Project Management
 Office of Consultant Services, MS-2
 Attn: Alberto Angelini (alberto_angelini@dot.ca.gov)
 Or: Thu Nguyen (thu_nguyen@dot.ca.gov)
 100 S. Main Street
 Los Angeles, CA 90012

CALIFORNIA UNIFIED CERTIFICATION PROGRAM DISADVANTAGED BUSINESS ENTERPRISE CERTIFICATE

HERSON GO, P.E.

1 SANDPEBBLE
IRVINE, CA 92603

Owner: HERSON GO

Business Structure: SOLE PROPRIETORSHIP

This certificate acknowledges that said firm is approved by the California Unified Certification Program (CUCP) as a Disadvantaged Business Enterprise (DBE) as defined by the U.S. Department of Transportation (DOT) CFR 49 Part 26, as may be amended, for the following NAICS codes:

NAICS Code(s) * Indicates primary NAICS code

- * 541330 Engineering Services
- 541370 Surveying and Mapping (except Geophysical) Services
- 541618 Other Management Consulting Services
- 541340 Drafting Services
- 541519 Other Computer Related Services
- 541511 Custom Computer Programming Services

Work Category Code(s)

C8711 COMPUTER C8715 CONSULTANT, ENGINEERING


Licenses

EC Civil Engineer

CERTIFYING AGENCY:

DEPARTMENT OF TRANSPORTATION
1823 14TH STREET
SACRAMENTO, CA 95811 0000
(916) 324-1700

UCP Firm Number : 40006


CUCP OFFICER

January 12, 2012

It is CUCP's policy and objective to promote and maintain a level playing field for DBEs in California on Federal-aid contracts. We ensure nondiscrimination in the award and administration of U.S. DOT assisted contracts based on the requirements of 49 CFR Parts 21 and 26.

BUSINESS ENTERPRISE CERTIFICATE

HERSON GO, P.E.

1 SANDPEBBLE
IRVINE, CA 92603

Owner: **HERSON GO**

Business Structure: **SOLE PROPRIETORSHIP**

STATE MINORITY BUSINESS ENTERPRISE

This Certification Not Valid For Federal Aid Contracts

This certificate acknowledges that said firm is approved by the California Department of Transportation as a State Minority Business Enterprise or State Women Business Enterprise (or in some cases both) in accordance with Assembly Bill Number 486, Chapter 1329 and the California Public Code, Chapter 2.5 (commencing with Section 2050), for the following NAICS codes:

- * 541330 Engineering Services
- 541618 Other Management Consulting Services
- 541370 Surveying and Mapping (except Geophysical) Services
- 541519 Other Computer Related Services
- 541340 Drafting Services
- 541511 Custom Computer Programming Services

* Indicates primary NAICS code

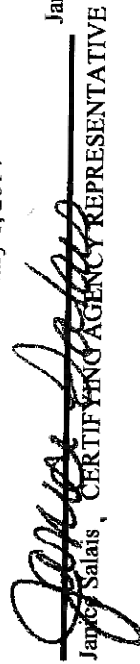
CERTIFYING AGENCY:

DEPARTMENT OF TRANSPORTATION
1823 14TH STREET, MS 79
SACRAMENTO, CA 95814 0000
(916) 324-1700

Firm Number : 40006

Renewal Date : February 1, 2014

January 27, 2012


Janyce Salais, CERTIFYING AGENCY REPRESENTATIVE

HERSON G. GO, P.E.

Irvine, CA 92603
(949) 735-9816

herson.go@gmail.com
www.linkedin.com/in/hersongo

SUMMARY

Registered Civil Engineer / Business Development Consultant with extensive experience identifying, qualifying and winning civil engineering and GIS related business opportunities in state, local government and transportation agencies as well as private companies. Up-to-date knowledge and understanding of the local infrastructure and transportation as well as land development industry. Core competencies include:

- Sales and Technical Relationship
- Technical and Sales Demonstrations
- Project Consulting and Budgeting
- Product Technical Support / Certification
- Standard & Customized Training
- Technical Document Preparation

PROFESSIONAL EXPERIENCE

HERSON GO, P.E., Irvine, CA **2011 - present**
Consulting company providing software application services to civil engineering and construction industry.

Founder and President

Provide project implementation, project support, certified product and customized training services on civil engineering design software with special focus on getting clients' project started efficiently and managing its life cycle effectively. Industries include local infrastructure, utilities, transportation and land development.

BLUERIDGE ANALYTICS, INC., Irvine, CA **2011 - 2013**
Provides SITEOPS – breakthrough patented optimization software for the land development industry

Western Regional Engineer

Developed and managed software and professional services business opportunities with land owner/developer, AEC, utility and other firms in 15 western states client through prospecting, qualifying leads, developing pipelines and relationships, negotiating proposals and closing sales. Built convincing business case unique to each client.

- Led winning accounts in challenging market with performance rated as beyond expectation.
- Developed strategic partnerships that increased revenue in the Western United States.
- Expanded client relationships to increase productivity and additional product usage. Help provide direction for product development. Coordinate work with other departments and business partners.

PINNACLE CADD llc, Irvine, CA **2010 - 2011**
Consulting company providing software application services to civil engineering and construction industry.

Consultant

Provided project implementation, project support, certified product and customized training services on CADD software including InRoads and MicroStation. Defined scope of work and estimates for consulting engagements.

BENTLEY SYSTEMS, INC., Irvine, CA **2003 - 2010**
One of the world's leading companies that provides a range of software solutions for infrastructure lifecycle.

Senior Civil Consultant – Transportation and Local Infrastructure

Provided consulting, training, presentation and support services on Bentley CADD software including InRoads and MicroStation to public agencies and private companies. Prepared and presented at conferences and workshops. Defined scope of work for consulting engagements.

- Led, prepared and delivered custom and standard training and on-site consultation through implementation, resulting in the client rating the delivery as "the best," with highest evaluation score.
 - Led challenging InRoads standardization project in collaboration with a bigger agency-wide project, working as liaison with sales and meeting with client to set appropriate project expectations through completion.
 - Taught over 1,000 users with the majority of evaluations reflecting highest rating. Many users became product ambassadors within their agency / company.
-

PICTOMETRY INTERNATIONAL, INC., Irvine, CA**2002 - 2003**

Software company that provides visual information systems.

District Manager – Southern California and Hawaii

Business Development Manager for local government and private clients. Hired and managed Commercial Area Manager. Trained Regional Technical Manager.

- Led district wide sales and marketing efforts resulting in increased revenue and potential revenue from \$400,000 to \$2.5 Million.
- Hired and trained a Commercial Area Manager resulting in winning first private company account.
- Developed business with the largest county in the United States by coordinating sales and marketing efforts with corporate headquarters and Regional Technical Manager.

INTERGRAPH CORPORATION, Irvine, CA**1994 - 2001**

A leading provider of engineering and geospatial software

Business Development Executive – Transportation and Local Government (1998 – 2001)

Developed and managed software and professional services business opportunities in state, local & transportation agencies and commercial accounts in 9 western states. Established relationships and negotiated with highest-level executives. Worked with business partners and other key vendors to provide complete solutions to clients.

- Won Caltrans Statewide Plotting Software project - single biggest plotting solution account.
- Established strong relationships and managed existing accounts resulting in consistently growing business and retaining existing service contracts with state, local and transportation agencies.
- Led and worked with sales team that included corporate legal, contract, finance, technical and marketing personnel, which resulted in winning many new GIS / Engineering / IT system businesses.

Consultant/Senior Application Engineer – (1994 – 1998)

Provided sales, marketing and technical expertise to Civil Engineering group in the form of seminars, demonstrations, consultation and formal training. Played a key technical role in winning many accounts.

- Authored and implemented west coast InRoads for AutoCAD Campaign.
- Key technical lead in winning accounts like Los Angeles County Department of Public Works.
- Played a key role in supporting numerous existing accounts resulting in maintaining and growing business.

CITY OF PALMDALE, Palmdale, CA**1992 - 1993****Senior Civil Engineer / City Drainage Engineer**

A member of the Development Advisory Board. Administered, supervised, coordinated and planned the activities of the Drainage Administrative Section including its budget, policy & organization. Oversaw engineering designs for private development projects.

- Met with developers, contractors, and engineers on city drainage policies, regulations and procedures resulting in better understanding and meeting city's drainage requirements.
- Led existing master plan review, field visits, met with consultants and the general public that resulted in the Revised City of Palmdale Drainage Master Plan
- Acted as a consultant to Public Works Department's construction project that resulted in providing solutions to drainage issues that came up during the construction stage.

KaWES AND ASSOCIATES, INC. - Rosemead, California**1990 - 1992**

A growing company in California that provides architectural, engineering and construction services.

Project Engineer

Supervised, coordinated and prepared project and technical reports, construction plans, specifications and cost estimates and construction inspection for highway and transportation projects in California.

- Led a team of 9 engineers and designers that resulted in a successful design of the drainage system for Interstate 5/22/57 Interchange Reconstruction
- Played as the technical lead in the flood control design contract that resulted in the completion of Interstate 10 Double 15' X 15' Reinforced Concrete Box at Rialto, California
- Acted as a key member of the design team that completed design projects like the Metro Red Line Station at Hollywood and Vine, I-5 Sound Wall Feasibility Study and Design and I-5 Ramp Metering Study

PROFESSIONAL LICENSES

Registered Civil Engineer – California

EDUCATION

Bachelor of Science in Civil Engineering, Mapua Institute of Technology, Manila, Philippines

Extensive and formal training in Bentley CADD software related to Civil Engineering design

Graduate coursework in Environmental Engineering & Water Resources,

Howard University, Washington, D.C.

OTHER ACHIEVEMENTS

1993 U.S. Open Table Tennis Team Champion

3 Times National Table Tennis Champion

Graduated 4th out of a class of 184 (BSCE)

Fluent in English, Filipino & Chinese (Mandarin & Fukien)

ADDENDUM TO RESUME – PROFESSIONAL SUCCESSES

Caltrans Statewide Plotting Solution

Bureau of Indian Affairs' Civil Engineering Software and Standardization

Los Angeles County Department of Public Works Civil Engineering Software

Numerous Western Region Private Engineering Companies' SITEOPS Solution

Caltrans I-5/22/57 Interchange Reconstruction – Design and Construction Management

The Revision & Implementation of The City of Palmdale Drainage Master Plan

Los Angeles County Green Line Extension & Red Line Metrorail Projects

Alameda Corridor Transit Authority – Del Amo Over Crossing At Alameda Feasibility Study

San Bernardino County Pictometry System & E-911 Integration

LADWP Pictometry Oblique Imagery System

Los Angeles County Pictometry Oblique Imagery System

Orange County Pictometry Oblique Imagery System Maintenance & Renewal

San Jose Integrated Development Tracking System

California Department of Corrections Standard Automated Preventive Maintenance System

Caltrans District 7 Centralized Electronic Filing & Retrieval System

Caltrans District 6 and 7's Spatially Enabled Web Implementation

First Independent Local Agency Pictometry Account

First Private Company Pictometry Account

Riverside County Flood Control's Civil Engineering Software

Riverside County Waste Management's Civil Engineering Software

Riverside County Flood Control District's Automated Capital Improvement Planning

Arizona DOT's Civil Engineering and Photogrammetry Solution

Maricopa County DOT and Maricopa County Flood Control Civil Engineering Software

Hawaii DOT's Coordinated Data System / GIS

Nevada DOT's Safety Management System and High Crash Location Review System

Nevada DOT's Mobile Enterprise Computing Vision Setting & Requirements Analysis

Nevada DOT's Web Enabled Road Condition Reporting System

Hawaii DOT's Complaint Tracking System

Nevada DOT's Hydraulic Data Management System

Arizona DOT Permitting Automation Pilot Project - Web Implementation

Various Residential, Commercial & Industrial Land Development Projects

1993 U.S. Open Table Tennis Team Champion

Recommendations for Herson Go – As Listed On LinkedIn

Western Regional Engineer BLUERIDGE Analytics

"Herson worked on my team at BLUERIDGE Analytics, Inc. for roughly 18 months. Herson is a person of the highest integrity, and is extremely professional and hard working. Herson contributed greatly to the team with fresh ideas, many of which were adopted and became part of our culture. He excelled at account management, and was able to quickly determine issues facing our clients and communicate those issues back to management, together with ideas to mitigate them.

Herson quickly learned our sales process and gained my confidence, as well as the confidence of our customers. Herson was both a great employee and a great team member. From my experience with Herson, I would highly recommend him for any position within the engineering field that entails selling, account management, training or customer services. *June 7, 2013*

Mike Markovitz, *Executive Vice President at BLUERIDGE Analytics*
managed Herson at BLUERIDGE Analytics

Herson is a driven and talented professional whose positive attitude and friendly demeanor makes him a great guy to team with. He is willing to jump in and tackle whatever challenges come his way. In a sales role, his tenacity is unmatched. I have witnessed him following through on opportunities in which others would have given up. He is a true go-getter! I can confidently recommend Herson without hesitation. *May 3, 2013*

A.J. Whitaker, *President at Atlas Civil Design*
was Herson's client and later business partner at BLUERIDGE Analytics

Herson is a tenacious and hard working individual. I have seen Herson follow through and gather contact from firms and individuals assumed lost in the sales process. His ability to present highly technical information to a varied audience is enormously helpful. He is a "go-getter", and works very hard every day! *May 6, 2013*

Christopher Roberts, *Civil Engineer*
worked with Herson at BLUERIDGE Analytics

Consultant Pinnacle CADD llc.

"We hired Herson to instruct an InRoads course for CoSyn Technology and we were extremely pleased with his work. Herson tailored the course to suit the students and maintained a great rapport with them throughout the week long course. He demonstrated a deep understanding of the program and was able to convey subject matter clearly to all students of varying experience levels. Great job, thanks Herson." *August 2, 2013*

Darlene Gadowsky, *Engineering Applications Administrator, CoSyn Technology*
was Herson's client at Pinnacle CADD llc.

**Senior Civil Consultant, Transportation and Local Infrastructure
Bentley Systems**

"Bentley InRoads didn't have specific material for Right-of-Way and Herson really took the time to find out what is important to DWR. He prepared the necessary documents and delivered excellent training classes and followed up with on-site consulting to help us with InRoads. Herson is very professional and great at what he does and I wouldn't mind working with Herson again in the future." *June 1, 2010*

Top qualities: Great Results, Expert, Good Value

Robert Chesner, *Senior Land Surveyor at State of California Water Resources*
was Herson's client at Bentley Systems

"Herson is a strong civil engineer that I have worked with over the past several years at both Intergraph and Bentley. Herson is a very personable fellow and works well with others. He has a strong CAD/CAE background and is capable of both very good training and consulting in these arenas. He is also very capable in the Sales role, as he has also worked in this capacity. I believe that Herson would make a great asset to any organization, whether in a technical capacity or in a Sales type capacity." *July 5, 2010*

David Fagerman, *subject matter expert, Autodesk*
worked with Herson at Bentley Systems

"Herson is a highly qualified civil engineer with experience not only in civil engineering but in applying advanced technologies for civil engineers. Herson is always committed to helping those he works with and is a consummate team player." *May 25, 2010*

Ron Gant, *Director, Civil Engineering, Intergraph*
managed Herson at Bentley Systems

"Herson is a very personable and caring with both his colleagues as well as his clients. He always wants to deliver his best and puts the time and effort to do so. In providing support, training, or consulting he would be tenacious at being familiar and conscious of the clients' needs to provide them the highest quality product all the time every time. Herson would be a great addition to any technically oriented support, training, or consulting team." *May 10, 2010*

Kevin Lucht, *Senior Project Manager - Civil, Bentley Systems*
managed Herson at Bentley Systems

"Herson is a very knowledgeable civil engineer. Very deep understanding of 3D modeling of civil engineering projects such as site development, road and rail design. Intense and energetic. Good teacher." *June 8, 2010*

Tom Lazear, *CEO, Archway Systems, Inc*
worked with Herson as Bentley Systems' Business Partner

"Herson is very focused on his customers' requirements and is willing to put in extra time if needed to get the job done." *May 9, 2010*

Lisa Whitson, *Senior Consultant, Bentley Systems*
worked directly with Herson at Bentley Systems

"Herson has a great sense of humor and is easy to work with. I enjoyed the project we worked together." *May 31, 2010*

Jerry Walter, *Geospatial Consultant, Bentley Systems*
worked with Herson at Bentley Systems

**District Manager
Pictometry**

"I would highly recommend Herson for a sales position especially if the product and/or service are GIS related. During the time that Herson reported to me, I was very impressed with his ability to adapt to the sales situation of the moment and quickly understand the customer needs and how our product could fill them. His ability to communicate the technical aspects and how they could improve the customers business process were second to none within Pictometry. He always had a positive attitude and the customers really seemed to appreciate his efforts, expertise and professionalism.

I believe that Herson will make a very positive impact on any organization that is fortunate enough to have him on their team." *June 27, 2010*

Mark Frick, *Western Region Vice President, Pictometry International*
managed Herson at Pictometry

**Business Development Executive - Transportation and Local Government
Intergraph Corporation**

"Herson show great enthusiasm, energy, perseverance and drive while working with me at Intergraph. Herson's clients greatly enjoyed him and appreciated his work ethic. Herson display both a strong technical prowess, and strong sales skills while working at Intergraph. I would have no problem in highly recommending Herson for any technical or business development position." *May 6, 2010*

Gerald Dildine, *Transportation Program Manager, Intergraph Corporation*
managed Herson at Intergraph Corporation

**Civil Consultant/Senior Application Engineer
Intergraph Corporation**

"Herson is an extremely hardworking and driven worker. His job as an Application Engineer required him to be both technically expert and good with people. Herson excelled at both." *November 19, 2010*

Phil Hardy, *Application Services, Regional Manager, Intergraph*
managed Herson at Intergraph Corporation

May 31, 2013

Letter of Recommendation

Herson Go

Herson Go worked on my team at BLUERIDGE Analytics, Inc. for roughly 18 months. Herson was the territory manager for the Western United States, which entailed lead generation and qualification, direct sales, and account management.

I got to know Herson very well during this time since as he directly reported to me at BLUERIDGE. Herson is a person of the highest integrity, and is extremely professional and hard working. Herson contributed greatly to the team with fresh ideas, many of which were adopted and became part of our culture. He excelled at account management, and was able to quickly determine issues facing our clients and communicate those issues back to management, together with ideas to mitigate them.

Herson also works incredibly hard and has a strong desire to succeed. He quickly learned our sales process and gained my confidence, as well as the confidence of our customers. In addition to those skills already mentioned, Herson was both a great employee and a great team member. From my experience with Herson, I would highly recommend him for any position within the engineering field that entails selling, account management, training or customer services.

I was sorry to see Herson leave when he decided to pursue starting his own consulting business.

If I can be of any further assistance, please feel free to contact me at (760) 889-3610.

Sincerely,



Michael E. Markovitz
Executive Vice President
BLUERIDGE Analytics, Inc.

www.siteops.com

Date: December 5, 2001

Subject: Letter of Recommendation for Mr. Herson G. Go

Dear Sir or Madam:

I first met Herson in early 1994 when he applied for an Application Engineer position I had open. This position had 3 basic requirements: a good knowledge of Civil Engineering, a good aptitude with computers, and the ability to work well with people. The typical successful candidate is a practicing Civil Engineer who happens to be the computer "whiz kid" at their place of work and who has an outgoing personality.

Although it's not always the case, this particular time I had quite a number of well qualified applicants interested in this position. However, in the end it had came down to Herson and another candidate who I had known for years and respected quite a bit. Herson had better Civil Engineering skills while the other candidate had better computer skills. What won the job for Herson was his people skills. Not only did he handle the interview process extremely well, but he had a very good background in handling public situations through his sports and singing background. He is both an accomplished table tennis player and an operatic singer. While not directly applicable, this background gave him the experience of working in front of an audience which is something our Application Engineers do on a regular basis.

Since his hiring in February 1994, I have worked with Herson almost continually and have always been impressed with his drive and his ability to overcome obstacles. I have 2 stories that illustrate this point.

The first story involves a campaign that Herson was put in charge of in 1996 to push a new product we had just come out with called *InRoads for AutoCAD*. This product was not very well accepted within the Intergraph culture because AutoCAD was a competitor's product and one we had previously competed hard against. Now we were selling a product that ran on top of AutoCAD and Herson had the dubious honor of being the Application Engineer I put in charge of the campaign for the Western U.S.

The first obstacles Herson had to overcome was learning the AutoCAD product well enough to demonstrate our product running on top of it. This may sound simple enough, but to do this he had to first get a copy of AutoCAD and second learn how to use. Getting internal approvals for attaining the software and getting training were hard to come by, but Herson succeeded in both.

Next Herson had to develop and implement the campaign. He single handedly developed a traveling seminar including putting together an agenda, demonstration

materials, an advertising plan, and a schedule to visit the major cities in our region. All of this he did an excellent job of. Perhaps the hardest part was getting each of the local Sales Representatives on board. This he did through individual conversations and convincing them that he had put together a seminar that was bound to be successful in selling software and helping them meet their quotas.

The final result of Herson's efforts was that the campaign was a success. What made this all the more remarkable is that 4 other Application Engineer's in other regions of the country had been given the same assignment. None of these other efforts could honestly be described as a success.

The second story I have is about Herson's campaign to get into Sales. Once Herson decided that this was the career turn he wanted to make, he worked tirelessly to make it happen. He read books to educate himself on sales techniques and strategies, he talked with veteran sales reps about what they did that made them successful, and of course he worked with the Sales Managers to convince them to give him a chance. This last item proved to be the biggest obstacle. The Sales Managers had 2 reasons not to hire Herson. First, he had no previous sales experience and second, by giving him a sales position they would lose one of their best Application Engineers.

Several sales positions came open and were filled by other candidates but Herson did not give up trying. It took well over a year for Herson to finally get his chance. I think his dogged determination is what finally won the Sales Managers over. I believe they figured that anybody that would work that hard to get the job must really want it and would work equally hard to be a success at it. All of this turned out to be true.

I hope this letter helped give you some insight into Mr. Go's character. Please feel free to give me a call if you have any questions about his suitability for any opening you may have.

Regards,



Phillip H. Hardy
Intergraph Mapping & GIS Solutions

November 2, 2010

Letter of Recommendation

Mr. Herson Go, P.E.

Dear Personnel Director:

It is with my pleasure to present this letter of reference for Herson Go.

I have known Herson for 16 years as a friend, colleague, employee and professional. In November 2003, I hired Herson as an Application Engineer at Bentley Systems. Herson's work ethic, ability to get along with others and commitment to quality were key attributes I considered when hiring him. Herson has played a key role in successfully delivering and completing projects for many of Bentley's accounts.

Herson is a highly qualified civil engineer with experience not only in civil engineering but in applying advanced technologies for civil engineers, surveyors and other related fields. He is well liked and respected by his colleagues and Bentley users from whom he often received high remarks.

Herson is always committed to helping those he works with and is a consummate team player. He is enthusiastic, knowledgeable, hard working and focused on achieving project objectives.

Herson was a pleasure to work with and manage. I would highly recommend Herson to any organization. I would be happy to discuss his qualities in detail at your convenience.

Sincerely,



Ron Gant, P.E.
Director, Global Marketing
Civil-Transportation
Bentley Systems, Incorporated
MP: (256) 679-8546

June 2, 2003

To whom it may concern,

I am writing this letter as a summary of my thoughts, observations and overall opinion of Herson Go.

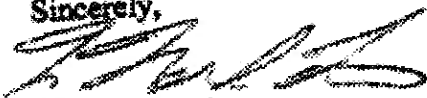
I have had the opportunity over the past 1.5 years to work very closely with Herson Go in the Southern California market as his direct supervisor for Pictometry International Corporation. During that time I have observed one of the most customer focused sales people that I have worked with over my 16 years in management. Herson has a great ability to identify a customer's needs and how to meet them within our company's products and business model. When a customer need was identified that Pictometry did not have a ready-made solution for, Herson would work closely with our engineers and the customer to develop a solution that created a win-win result.

Herson also developed a strong understanding of our technology and learned very quickly through working with his customers and our technical managers how to integrate our data with the customers' data and systems. Within a very short time, Herson was able to perform all aspects of customer integration and trouble shoot most issues before they reached our Customer Service Department. This minimized customer frustration while reducing time and costs that would have been otherwise expended by our home office that is based in Rochester, New York.

Along with being very customer focused and responsive, Herson has also demonstrated his ability to close the sale. Over the last 1.5 years with Pictometry, he has become the companies second highest revenue producer (the #1 produced has been with the company twice as long as Herson). In my opinion, Herson is a STAR!

Herson has been a pleasure to work with and manage. As mentioned above, his customer focus, technical skills, integrity and incredible work ethic are outstanding. I would highly recommend Herson to any organization and would consider him the top candidate for any position that might arise in the future.

Sincerely,



N. Mark Frick

Date: Wednesday, January 02, 2002

Letter of Recommendation

Herson Go

I am proud to have the opportunity to write a letter of recommendation on behalf of Herson Go. I have known Herson for approximately 5 years. As an Industry Account Executive, Herson worked directly for me from 1998 to 2001. Herson Go was an excellent employee. He performed with an excellent work ethic and achieved outstanding results. The key strength of Herson was his tremendous perseverance. This quality helped him build very good client relationships and close business even against strong odds. This perseverance provided a strong basis for his career in business development.

I would recommend Herson Go for an executive sales position without any hesitation.

Please let me know if you have any questions regarding Herson. I will be happy to discuss his qualities in detail.

Sincerely,

Gerald Dildine
Western Region Director
Intergraph Government Solutions
614 N. Oxford Avenue
Clovie, CA 93611
(559) 322-7735
(559) 322-1559 (fax)

Sent Via Email

To whom it may concern...

Recommendation of Herson Go:

My experience with Herson was centered around the Port of Long Beach CAD Upgrade project. Technically, I observed that Herson is exceptionally skilled in the discipline of Civil Engineering and the application of Bentley software to Civil Engineering and it's interoperability with Bentley's GIS and ProjectWise (Bentley's content management solution).

Thanks in part to Herson's technical skills, and in part to his people skills, Herson is very adept at gathering the requirements of the customer and applying them to the site configuration. In gathering technical requirements, Herson is skilled in working with all levels within engineering/surveying departments; field personnel, office personnel, and management. Herson is disciplined at keeping all stakeholders informed of both the technology solution and the progress of tasks related to the goals of individual projects and in the bigger context of the organization as a whole.

Given the chance, I would gladly welcome having Herson as a technical resource for Civil/Survey/GIS implementations as well as part of a project team. Aside from his technical and interpersonal skills, he also possesses excellent work ethics and with exceptional dedication and reliability.

Sincerely,

Jim Johnson
Project Manager
Quellvita Systems
CAD/Content-Management Implementations

Quellvita.Systems@yahoo.com
703.608.4540

20020 Lake Holly Drive
Lutz, FL 33558
November 12, 2010

Subject: Herson Go

To Whom It May Concern:


This letter is my personal recommendation for Herson Go, his performance working as a Senior Civil Consultant for Bentley Systems demonstrates a solid foundation of both civil engineering skills as well as the software automation knowledge that would be beneficial to any organization.

I have known Herson for over ten years both at Intergraph and while at Bentley Systems. Herson and I were colleagues at Intergraph and I was his supervisor while at Bentley where he worked for me on various assignments as a consultant. His in depth knowledge of the Bentley applications of MicroStation, InRoads, and ProjectWise along with his GIS background make him a very unique and sought after individual in our industry. Herson distinguished himself by consistently performing his assignment above and beyond the requirements needed to exceed our clients' expectations. He is highly intelligent with good communication skills and has a can do attitude in solving the problems and issue before him.

I highly recommend Herson for employment. He is a team player and would make a great asset to any organization.

If I can be of any further assistance, or provide you with any further information, please do not hesitate to contact me.

Yours Sincerely,

A handwritten signature in black ink, appearing to read "Kevin Lucht", with a stylized flourish at the end.

Kevin Lucht, P.E.
HNTB Senior Project Manger
klucht@hntb.com

November 15, 2010

To Whom It May Concern:

Recommendation for Herson Go

I am pleased to be able to recommend Mr. Herson Go for a position as a Senior Civil Engineer. I have known Herson for 12 years. I met him while we were both working at the Intergraph Corporation. Then, we were both hired by Bentley Systems at different times; I started at Bentley Systems in 2000. When Herson left Bentley Systems we had been working in the same section for roughly 5 years. Herson has demonstrated expertise in use of the both MicroStation and InRoads software that we both used and trained others to use.

During the time I have known him, I have found him to be very adept in his professional relationships with our customers and trainees. Herson is outgoing, pleasant, dedicated to his work, ethical and hard-working. Further, he is polite and always helpful. Feel free to contact me if there are any further questions.

Sincerely,



Dan Eskin, PE

Senior Consultant

Bentley Systems

(717) 728-3863

Dan.Eskin@Bentley.com

November 9, 2010

Melissa C. Rohland, P.E.
16 Appaloosa Way
Carlisle, PA 17015
melissa.rohland@verizon.net

To whom it may concern:

I worked with Herson Go from about February 2008 through May 2009. Herson was the technical lead on an InRoads product configuration and deployment project in which I was the project manager.

Herson met or exceeded the performance I expected of him while maintaining a very positive attitude.

I would be willing to work with Herson again, if I have the chance.

Sincerely,

A handwritten signature in black ink, appearing to read "Melissa C. Rohland". The signature is fluid and cursive, with the first name "Melissa" and last name "Rohland" clearly distinguishable.

Melissa C. Rohland, P.E.

To whom it may concern,

This letter is my personal recommendation for Herson Go. During my tenure with Bentley Systems, I had the opportunity to work with Herson in the Professional Services division. As we worked on various projects, we were assigned different portions and responsibilities of the projects based on our individual expertise. However, we had to work as a single team.

He is the sort of person you can count on. If Herson says he will do something, not only will you know it will get done, but it will be done in a professional and timely manner. Herson was a person who I truly appreciated being a part of a team I was on.

I always found Herson to be dedicated to the project and detail oriented. He was well organized and would set goals, and milestones towards reaching goals, and would work hard and do what was necessary to achieve those goals. In my dealings with Herson I found him to be professional at all times, with clients, as well as with his co-workers.

Please feel free to contact me personally if I can answer any questions you may have or be of assistance in Herson's behalf.

Mark Stafford

CAD Manager
U.S. Army Garrison - Redstone
DPW Engineering Division
4488 Martin Road, IMSE-RED-PWF
Redstone Arsenal, AL 35898

Office: 256-313-45970
Cell: 256-777-8072
Fax: 256-955-8456

TAREK M. ELGARF, Ph.D.
INTERGRAPH GOVERNMENT SOLUTIONS

Date: December 5, 2001

Letter of Recommendation

Mr. Herson Go, PE

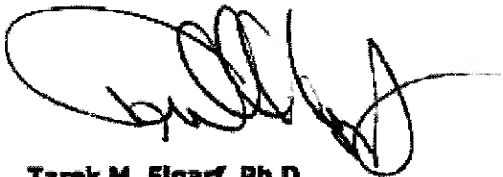
I am proud to have the opportunity to write a letter of recommendation on behalf of Mr. Herson Go, PE. I have known Mr. Go for approximately 5 years, a major period of his career at Intergraph Corporation that lasted about seven and half years. Mr. Go reported directly to me the early part of his career at Intergraph. After he was promoted, we continue to work closely in various areas of business development and technical project implementation.

Mr. Go was a key reason for winning several accounts to Intergraph. Among those are California Department of Transportation, Nevada Department of Transportation, Hawaii Department of Transportation, Los Angeles County Department of Public Works, Riverside County Department of Public Works, Maricopa County and Bureau of Indian Affairs. He was definitely an excellent and valuable employee and colleague.

It was a great pleasure working with Herson. He is very knowledgeable, hard working and enthusiastic. His ability to work with others was excellent. He is very well liked and respected not only by his colleagues but also by his customers. I will definitely miss him both as a colleague and a friend.

I highly recommend Mr. Go who will successfully prove himself in a variety of technical and business development responsibilities. Should you require additional information regarding Herson, please do not hesitate to contact me.

Sincerely,



Tarek M. Elgarf, Ph.D.
Staff Consultant and Program Manager
INTERGRAPH Government Solutions
Phone: (949) 383-1294
Fax: (949) 388-2162
Address: 24401 Mira Verde
Laguna Niguel, CA 92677
Email: tmeigarf@ingr.com

Larry R. Reagan
2501 Box Canyon Drive
Huntsville, Alabama 35803

December 17, 2001

It is my pleasure to write this letter of reference for Herson Go.

I am currently Director of the Engineering Content Publishing line of business for Bentley Systems, Inc. I came here when Intergraph Corporation sold its publishing and plotting software lines to Bentley about a year ago. I had been with Intergraph for fifteen years before this sale, and was the Senior Marketing Manager for Plotting and Publishing when I met Herson.

Herson and I got to know each other when he surfaced the California Department of Transportation opportunity for my product line in 1999. He was then the Account Manager for one of the largest areas in the West Coast Region. It took about seven months for us to close the sale, and I am convinced that Herson was key to our success.

At about \$1.2 million, this was the largest contract that our business had ever captured. It was not an easy sale. We were displacing an established company, and faced three other strong competitors. Ultimately we were required to make several sales visits, and to finally install and support an evaluation system at their site.

I found Herson to be very results focused during the entire process. He orchestrated several customer visits, involving a powerful mix of marketing support, product development expertise, and strategic appearances of the sales hierarchy. He was also very judicious about making things come together behind the scenes, like pricing models and a very professional hardbound sales proposal. As the sale neared closure, it was Herson who nursed it through the myriad of set backs and moved it to a successful conclusion.

I would recommend that you give Herson your full consideration for openings that you may have at your company.

Sincerely,



Larry R. Reagan

May 19, 2010 (Via Email)

To whom it may concern:

I had the pleasure of working with Herson Go for seven years at Intergraph Corporation. Herson and I worked together while he was an application engineer and then later in his career after he moved into the role of a business development executive at Intergraph. I found Herson to be an excellent team player, sometimes leading the team and occasionally working in the background, depending on the situation. His engineering background allowed him to understand and discuss the technical details of projects that we worked together on. These abilities allowed him to effectively identify the requirements and design aspects of our projects. It is worth pointing out that Herson has good communication skills, which is often rare in people in his profession. This skill allowed him to make contact and deal comfortably with managers and executives at any level of the organization. Naturally, conversations with top executives was key to successfully winning and sustaining project work. He is well liked and respected by both colleagues and clients. I've always known Herson to be a hard worker and will put in the extra effort to get the job done. I am confident that Herson will be a positive addition to any organization.

Regards,

Thomas Giguere

Sr. Systems Consultant

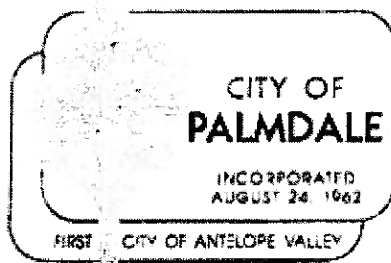
Security, Government & Infrastructure (SG&I) Division

Intergraph Corporation

P.O. Box 75330, Kapolei, HI 96707

P 1.808.672.0668 M 1.808.782.1408

thomas.giguere@intergraph.com, www.intergraph.com



City of Palmdale

JAMES C. LEDFORD, JR.
Mayor

JAMES A. ROOT
Mayor Pro Tem

JOSEPH P. "JOE" DAVIES
Councilmember

DAVID S. MYERS
Councilmember

TERI JONES
Councilmember

October 8, 1993

LETTER OF RECOMMENDATION

HERSON GO

Mr. Herson Go has been employed by the City of Palmdale under my supervision since October, 1992. As a Senior Civil Engineer/City Drainage Engineer, he has administered the drainage section and provided for the planning, development and updating of the City's Master Plan of Drainage. He also managed capital improvement projects and was a valued member of the City's Development Advisory Board.

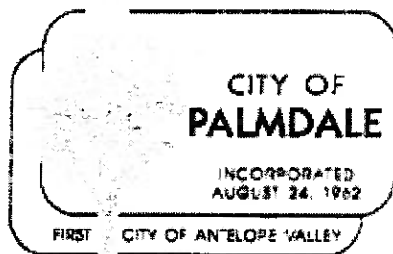
Although his job duties have kept him busy, Herson has remained flexible. Herson has the ability to express himself clearly and works willingly with his associates, subordinates, supervisors, the public and others. His technical knowledge and willingness to learn more and do more are truly commendable.

Should you require additional information regarding Herson, please do not hesitate to contact me.

Sincerely,


John Mundweil
City Engineer

JM/cpc
7970



City of Palmdale

JAMES C. LEDFORD, JR.
Mayor

JAMES A. ROOT
Mayor Pro Tem

JOSEPH P. "JOE" DAVIES
Councilmember

DAVID S. MYERS
Councilmember

TERI JONES
Councilmember

October 8, 1993

To Whom It May Concern:

I have known Herson Go for approximately one year. Mr. Go was not under my direct supervision but he did administer a number of capital improvement projects for me which totalled over \$1,000,000.

The projects he managed included a 3,100-foot, 48-inch diameter storm drain through an established residential neighborhood, the modification of two storm water detention basins, drainage improvements to reduce street flooding at an intersection, and planning and design of a new storm water detention basin.

Each of these projects was professionally managed. Mr. Go set up and maintained orderly files, coordinated the efforts of consulting engineers, and tracked the progress of each project. He demonstrated technical competency and an ability to apply creative solutions to drainage problems.

Mr. Go is well liked and respected and I will miss his contribution to the Public Works Department.

Sincerely

Douglas J. Dykhouse
Deputy Director of Public Works